

SUMMARY OF DEPARTMENT OPERATIONAL SUPPORT CONTRACT REQUEST TO THE HEALTH COMMISSION

A DOS Contract is a Contract for the provision of goods or services that directly supports DPH's operations.

Contractor: <u>eVideon Inc.</u> <u>1059 Wealthy St. SE, STE. 202</u> Address: <u>Grand Rapids MI, 49506</u> Contact: <u>Jeff Fallon</u> Phone: <u>724-272-1240</u>	Division/Section: <u>ZSFG Facilities</u> Chief Operating Officer: <u>Greg Wagner</u> DPH Administrator: <u>Susan Ehrlich</u> Program Administrator: <u>Terry Saltz</u> Contract Analyst: <u>Jonathan Lyens</u>	DocuSigned by: <u>Greg Wagner</u> DS 28527524752949F... Phone: <u>415-206-6728</u> Phone: <u>628-271-6165</u>
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Request for approval of a new software contract with eVideon, Inc. ("eVideon") to acquire access to the eVideon Vibe Health patient experience system currently in use at Zuckerberg San Francisco General Hospital

The total proposed contract amount is \$2,706,248 which includes a 12% contingency for the term of January 1, 2023 through December 31,2027 (5 years).

Mark only one for each question below:

1. **Vendor Type** For Profit Non-Profit Government Entity
2. **Is the Vendor a CMD Certified LBE?** Yes No
3. **Purchasing Authority:** RFP Sole Source GPO
 RFP SFGOV0000006742 <Sole Source Number>
 April 4,2022 <Approval Date>
4. **Does DPH have other existing contracts with this Vendor?** Yes No
 If yes, approximately how many years has DPH been doing business with this Vendor? Provide explanation, as needed. 0 Years

CONTRACT INFORMATION

Proposed Transaction

January 1, 2023, to December 31, 2027

FUNDING SOURCES:

General Fund	\$2,421,534
<u>TOTAL DPH REVENUES:</u>	\$2,421,534
+	
12% Contingency Amount	\$284,714
<u>TOTAL CONTRACT AMOUNT WITH CONTINGENCY:</u>	\$2,706,248
<u>ONE-TIME UPFRONT COSTS:</u>	N/A
<u>AVERAGE ANNUAL AMOUNT OF CONTRACT*:</u>	\$ 484,307
<i>*Excludes one-time upfront/implementation costs.</i>	

[FOR PROGRAM ADMINISTRATION CONTRACTS ONLY]

Program Administrator Indirect Percent	
<u>TOTAL INDIRECT EXPENSES:</u>	
<u>TOTAL DIRECT EXPENSES:</u>	

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PROPOSED BREAKDOWN OF ITEMS/SERVICES

Purpose of Contract:

Line No	Yr 1 (2023)	Yr 2 (2024)	Yr 3 (2025)	Yr 4 (2026)	Yr 5 (2027)
Engage TV	\$ 169,650.00	\$ 176,436.00	\$ 183,493.44	\$ 190,833.18	\$ 198,466.50
HELLO Virtual Visitation	\$ 40,000.00	\$ 41,600.00	\$ 43,264.00	\$ 44,994.56	\$ 46,794.34
Banner Digital Signage	\$ 13,250.00	\$ 13,780.00	\$ 14,331.20	\$ 14,904.45	\$ 15,500.63
100 Movie Entertainment Package	\$ 27,375.00	\$ 28,470.00	\$ 29,608.80	\$ 30,793.15	\$ 32,024.88
Patient Education Package	\$ 37,950.00	\$ 39,468.00	\$ 41,046.72	\$ 42,688.59	\$ 44,396.13
Harmonia Relaxation & Sleep Aid Package	\$ 6,000.00	\$ 6,240.00	\$ 6,489.60	\$ 6,749.18	\$ 7,019.15
Health and Wellness (eVideon Curated Library)	(included)	(included)	(included)	(included)	(included)
Annual Total (Annual base PO amount)	\$ 294,225.00	\$ 305,994.00	\$ 318,233.76	\$ 330,963.11	\$ 344,201.63
Optional As Needed Software Subscription					
Dietary Integration (CBORD)	\$ 18,850.00	\$ 18,850.00	\$ 18,850.00	\$ 18,850.00	\$ 18,850.00
RTLS Integration	\$ 18,850.00	\$ 18,850.00	\$ 18,850.00	\$ 18,850.00	\$ 18,850.00
Smart Room Components					
Companion Tablet	\$ 37,700.00	\$ 37,700.00	\$ 37,700.00	\$ 37,700.00	\$ 37,700.00
Digital Whiteboard (footwall integrated or standalone)	\$ 37,700.00	\$ 37,700.00	\$ 37,700.00	\$ 37,700.00	\$ 37,700.00
Digital Door Sign	\$ 37,700.00	\$ 37,700.00	\$ 37,700.00	\$ 37,700.00	\$ 37,700.00

eVideon Inc. will provide continued access to the Vibe Health patient experience platform currently in use at Zuckerberg San Francisco General Hospital. Fully integrated with the Epic electronic health record system, Vibe Health is an on premises application that provides patient education, movies, entertainment, relaxation and sleep content, as well as a portal for viewing television content sourced from a separate provider. Vibe Health also provides ZSFG customized banner digital signage across the ZSFG campus in common areas such as waiting rooms and lobbies. Vibe Health was originally procured through a competitive solicitation via a subcontract with a third party provider. This contract was competitively solicited and brings DPH into a direct contractual relationship with the provider for the first time.

eVideon was founded in Michigan in 1993 as "Optimal Solutions Inc." and converted to a Delaware C corporation in 2019 as eVideon Inc. The privately held company has served hospitals since 2007 with in-room interactive technology solutions integrated with the electronic health record. eVideon serves over 100 hospitals across the US.

eVideon Inc. was selected under RFP SFGOV000006742. The RFP allows for a contract of up to 9 years which includes contract options which may or may not be exercised.

Performance Monitoring:

The contract will be monitored in accordance with Hospital and network monitoring procedures by the Program Manager assigned to these services.

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Health Equity and Inclusion Compliance:

The Department will work with Contractor will provide necessary information to comply with the Department's Office of Health Equity (OHE) requirements and will align with the citywide efforts on contract equity as overseen by the Office of Racial Equity (ORE) in the Human Rights Commission.

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Listing of CEO, Board of Directors, and Owners of 10% or More of the Firm:

CEO: Jeff Fallon, CEO

Board of Directors: Jeff Fallon, Chairman and CEO, Jeff Ingle, Founder & President; Brian Ingle, COO/CFO; and Scott Mclean, Managing Director of Corewell Health Ventures

Owners of 10% or more of the Firm: Jeff Ingle, Founder & President
Spectrum Health Ventures, now known as Corewell Health Ventures. This is an entity, not a person.
<https://www.evideon.com/about-us>
